HONOLULU STAR-BULLETIN, SATURDAY, AUGUST 28, 1915

Educators in Convention Deplore War, and Go on Record as Favoring Arbitration

[Associated Press by Federal Wireless] SAN FRANCISCO, Cal., Aug. 28,-The National Education Association, session here, yesterday went on cord as favoring the principles of resident Wilson in his dealings with e European and Mexican situations. The members in resolutions deored war and with a view to counterng sentiment for resorting to force stead of the adoption of a course used on arbitration, voted to urge the pointment of educational attaches

the army and navy. ation, which has been attended by many of prominence in the edu-

GOVERNORS WOULD GIVE WOMEN VOTES

BOSTON, Mass., Aug. 28.-Former Governor Alva Adams of Colorado, ad-dressing a suffrage meeting here last night, characterised the preamble of the Constitution, which declares that We, the people of the United States, a order to form a more perfect union, stablish justice, insure domestic tranuality, provide for the common deense, promote the general welfare and ecure the blessings of liberty to our-eives and our posterity, do ordain secure the blessings of liberty to our selves and our posterity, do ordain and establish this Constitution, "to be "lies and delusions" in so far as those states are concerned which have not yet extended the franchise to women.

Governor Capper of Kangas another.

Allies Work in Unicon Governor Capper of Kansas, another of the speakers, advocated the granting of suffrage to the women of the United States through a constitutional United States through a constitutional Minister Stanoff declares that

UNITARIANS REELECT

SAN FRANCISCO, Cal., Aug. 28 .-

ered when the ship was restored to even keel. The property was found on the upper decks, which were the first available to search.

A Japanese commission arrived at antiago, Chili, to arrange an exhibon of Japanese goods in an effort to rther trade with Chili. DIFFICULT POSITION.
ROME, Italy, Aug. 28.—Lagoscur

Weekly Calendar

ONDAY-Monolulu Commandery No. 1; cial, Important Business;

TUESDAYonelulu Lodge No. 409; Spe-al, First Degree; 7:30 p. m. Hawaiian Lodge No. 21; Special, First Degree; 7:30 p. m.

-YAGBRUH lulu Lodge of Perfec-

BATURDAY-

SCHOFIELD LODGE

Work in Third Dergee; 7:30

HERMANNS SOEHNE

Versammlungen in K. of P. Hall. Montag, August 2 and 16. Montag, September 6 and 20. W. WOLTERS, President. C. BOLTE, Sekretair.

HONOLULU LODGE NO. 1, MODERN ORDER OF PHOENIX.

Beretania and Fort streets, every Thursday evening at 7:30 o'clock. CHARLES HUSTACE, JR., Leader. FRANK MURRAY, Secretary.



HONOLULU LODGE, 616, B. P. O, E. to the priece laundry to complain.

meets in their hall, "Do you think it could be done any on King St. near better?" the superintendent asked. Fort, every Friday "I see no reason why it shouldn't," evening. Visiting the ex-mayor replied. "I'd think anyprothers are cor body could do better work than this." dially invited to at-J. McCARTHY, E.R. Ex-mayor Roberts now washes pris-H. DUNSHEE, See oners' clothes.

IN CANNED PINES WITH CHINESE

Concerning trade in tinned pine- Lion trademarks are chiefly intended apples, the Japanese consul at Singa- for Manchuria and Korea. According pore reports that the Lion, Sultan and Japan. (including Korea) and China Boy brands of preserved pineapple are (including Manchuria) were as fol-all being manufactured by a number lows: To Japan, 6941 boxes, valued Thirty Fact and Plane of factories in Singapore and Jahore, at \$28,899; to China; 7943 boxes, valall owned and managed by Chen Chia-keng, a wealthy Chinese living in It is said that the goods supplied to River Valley Road, Singapore.

factories accounted for about 86 per port thither being about 3000 cases.

erally speaking prices are cheaper in \$4.20 per box of three dozen tins, of November, December, January and two pounds each, and \$4 per box of INTERNAL REVENUE February, when the stock is abundant, two dozen of 21/2 pounds each.

and dearer in May, June and July Prior to the war, the freight from

when the demand is keen.

Preserved pineapple is mainly exported to England and other European countries, but the trade with Europe is irregular and the Sultan and Korea and Manchuria.

LONDON, Eng., Aug. 28.-Acknowl

the report is wholly without founda-

of the policy of the French and Brit-ish in the carrying on of their share of the war, but has operated with

ass, 8500 feet up in the Alps, has fall en to the Italians after a desperate battle, says an official report issued by

the war office here yesterday. The

eaplanes have bombarded Riva, an

Austrian town northwest of Verona and just across the border. Many bombs were hurled on the fortifica-

tions there and the machines returned

The official report says good prog

ress has been made on the Carso pla-teau with the result that the Italian

holdings have been much strength

PARIS, France, Aug. 28.—Fresh successes attended the French offensive in the Vosges yesterday, several trenches being wrested from the Ger-

LONDON, Eng., Aug. 28.—British and Russian consuls while being es-corted from Kenghever, Persia, were

attacked by an armed band led by the

German consul at Tabriz, according to

a Reuter's despatch received here from Petrograd. The British and Russian consuls defended themselves, but were

LONDON, Eng., Aug. 28.-The Ger-

man reichstag has adjourned until No-

vember 30, according to a Reuter's des

MAYOR WASHES CLOTHES

LEAVENWORTH, Kan.-When Don

M. Roberts, ex-mayor of Terre Haute

Ind., convicted of election frauds, was

brought to the federal penitentiary,

the officials tried to show him all pos-

sible leniency by putting him at cleri-

cal work. Roberts' laundry was not

done to suit him one day and he went

"Well, then, you're just the man we

want. Get to work."

IN INDIANA PEN

FRENCH EATING INTO

mans and occupied.

CONSULS MANHANDLED

REICHSTAG ADJOURNS.

patch from Amsterdam

TERRE HAUTE CONVICT

IN PERSIA, SAYS DESPATCH.

GERMAN TRENCHES.

rench Praise Bravery of Slave.

iging that the fate of the Russian ampaign against Austria and Ger-

RUSSIA TO RAISE NEW

SMOKELESS POWDER. FOR RUSSIAN ARMY SHIPPED FROM DELAWARE

Associated Press by Federal Wireless PHILADELPHIA, PE, Aug. 28: The Russian steamer Voronej will sail from Wilmington, Delaware, today The total for 1914 was \$380,000,000. with a cargo of 2,000,000 pounds of This sum included \$71,386,156 in persimpaign against Austria and Gernany has been decided so far as this smokeless powder for the Russian smokeless powder for the Rus

BUSINESS AT DUNKIRK.

ment of Dunkirk by thee giant German FUEL SHIP JUPITER city only four and a half mimnutes out

There is only one gun being used this bombardment, and the shells bombardment, and the shells me regularly every five minutes he people of the town take advanton and the coming of another to transact business, allowing

Thirty Feet and Plane is Wrecked

China are inferior in quality, for they The export of preserved pineapples are being made of the refuse from the from Singapore was 748,220 cases valued at \$3,112,948 in 1913, and the brand is inferior and exclusively for Smith, the aviator, was dashed from goods produced from Chen Chiakeng's Manchuria and Kerea, the annual ex- his aeroplane 30 feet to the ground and unharmed yesterday. The macent, according to a recent issue of the Japan Advertiser.

The Mitsui Bussan Kaisha is the sole agent for Seoul, Korea, but no agency is yet arranged for the other little subject to fluctuation, but gendern centers. The present quotations are

RECEIPTS SHOW BIG

[Associated Press by Federal Wireless] WASHINGTON, B. C., Aug. 28.—A record has been established in the internal revenue receipts for the United States in the fiscal year of 1915, just concluded, according to a partial report for the year by the revenue com-mission, which was made public yes-terday. It is shown that aggregate recelpts for the year, including income and corporation taxes, total \$415,000

sonal and corporation taxes. According to these figures, the 1915 increase

ing to these neures, the 1915 increase is \$35,000,000.

In view of business conditions and the war there is considerable speculation over the cause of the big increase in receipts. It is expected that the increase may be found due to the war tax voted by the last Congress to stave off the huge threatened deficit.

(Special by Marconi wall Shin)

TO LOOK FOR OVERDUE FRUIT COIS. STEAMER

Associated Press by Pederal Wireless] WASHINGTON, B. C., Aug. 28.—
Acting on the belief, that there is a
possibility that the United States Fruit
Company steamer Marowijne may not
have foundered, but is floundering make port because of badly damaged

with the passing of Howard Drew, the great negro sprinter. Immediately on the other hand Drew has he the after his defeat in the 100 at the Exafter his defeat in the 100 at the Ex-position meet he telegraphed to Springfield, his home city, that he had appeared upon the track for the last time. It may have been pique which caused his withdrawal, but probably he found that the snap which is neces-

Men do not last long in the century and 220 events. The fearful strain work. A few seconds and the events are over, but during those few sec-onds mind and muscles are convulsed

only three breaths.

Drew began his career in the East and met and defeated the greatest runners of his day before he came West and entered the track squad of the University of Southern California. where he became the teammate of the famous Fred Kelly. On the coast he lived up to the reputation that he wad mi established in the East. He is the inc Arthur Duffy ran the century in this

AT 'FRISCO FAIR

SAN FRANCISCO, Cal., Aug. 28 .- department has been asked to ful Former President Taft has accepted a guard of 100 officers in pish clothe an invitation to be one of the speak at the coliseum, where the Friends of ers at the Japanese Day at the fair.

TO SERIES OF STEALS

Paris, signed by President Poincaire, make for their cellars.

In the General Post Office, for instance, four and a half minutes after the explosion of one shell is heard the clerks and customers disappear together for the basement. After the tuture and praised the heroic army of in the face of odds.

Yesterday is joint telegram from characteristics about half a minute to make for their cellars.

In the General Post Office, for instance, four and a half minutes after the explosion of one shell is heard the auxiliary division to Alacran reef, gulf of Mexico, from Vera Cruz. The machinery secretary Daniels yesterday to scores of burglaries. Their thefts have extended over a period of two years. According to the expected shell explodes, they come upstains again and business goes on as it is generally believed that she foundering the four the gale which swept the gulf is known by the name of Baidheaded in the gale which swept the gulf is known by the name of Baidheaded

One of the most brilliant careers in dashed through the 100 in 9 3-5 back the history of track athletics closes in 1306, but the best that Kelly could

and 220 events. The fearful strain ing 5 feet 11 inches he relied upon upon the nerves and the strength of his strength and upon the size of his the participants wears them flown stride to carry him to the tape first, more quickly than any other athletic. Drew is built after the fashion of Long. and Duffy. His powerful thighs and heavily corded calves taper to the fine enkies of the typical sprinter. His method of running, however, INCREASE FOR YEAR

In the significant that in the fact of the fact

he commenced to straighten up grad-ually and at the 50 mark was perfecttic stride and when he was in the middle of his step seemed to be eight inches off the cinders. When he ran more slowly in practise it was like watching a rubber ball which founced ahead rather than up and down, so time back in Chicago years ago, but smooth and even was his stride, he did not duplicate the performance and it was discovered later that he a track man has finished his career, was not an amateur at the time of and it may be that a long rest will rethe running. Again, Dan Kelly store the old snap to his sprint.

Special by Marconi Wirelessto Ha- [Associated Press by Pederal Wireless CHICAGO, Ill., Aug. 28.-The p Peace, an organization said to be Gerdue to the feeling over the war is fear-ed, it is said, by officials of the Friends of Peace, and led to the request for police officers. night on a three days' wrestling tour-

URY ACQUITS GIRL WHO SLEW FARMER TO PROTECT HONOR.

That is simply one of the many little points which suggest how the method of distribution may decide what medium should be used in advertising. First we must decide the question: "To whom are we going to sell this!" Then we get into our general distribution plan. Then we come down to details. Here, we are met with this problem of what medium to use.

Every kind of medium has its advantages. The man with a broad, open mind who desires to buy space will probably be persuaded toward this kind, then the other kind-until he almost gets to believe that every one is best. And the question of copy will help determine the final selection, just as the choice of medium will influence the question of copy, and in a way will decide what kind of copy you should use. For instance, if you decide to use street ear cards, you have to use a certain kind of copy which is terse, short and simply suggestive, but which, incidentally, can be used in connection with colors to the result of excellent display value.

If, on the other hand, you will use magazines, you will probably use a beautiful halftone of a photographic effect. Also, if you care to, you can use a long story in your space, because in the magazine it will be readable. On the other hand, if you use the newspaper you know that as a rule you will have to limit yourself to a certain kind of a line cut or zinc etching. And yet, with the newspaper, you know that you can take advantage of every element of timeliness. You need not make the mistake of a tailoring concern which used magazines and which tried to make use of the timely element. Unfortunately, some national magazines have to close their forms many weeks in advance of issue. As a result, these tailoring people came out in the fall with a \$4000 ad showing something that did not happen. They showed Connie Mack and McGraw dressed in their product and announced them as the principals in the World's Series, whereas during the month previous the Boston Braves had come to the front and Stallings had taken the place of McGraw.

If they had used newspapers, this concern could have changed their ad the night before. So you see it is rather dangerous to try to use timely copy in the magazines, unless their connection is with events which are sure to come, such as Christmas.

So your method of distribution will not only decide what kind of medium to use, but also will decide by a general analysis of product and of prospect. In other words, you must first pick to pieces the main elements of appeal that the product itself possesses and the main elements of the prospect's capacities at which those points of appeal can best be directed. Then, almost automatically, the question of the medium will decide itself.

MERCHANDE METS

Rumors That Contract for 10

(Associated Press by Federal Wireless) NEW YORK, N. V. Aug. 28 -- A na-

China and Japan, it was proposible that China was pr

eyes? Do you rest them? eyes? Do you rest them you do not. You read or do else that keeps your eyes work your eyes until you. That is why so many have eyes and finally other eye trefireaten partial or total Eyeglasses are merely crut never cure. This free processes have benefited the which has benefited the many, may work equal wyou. Use it a short time. you. Use it a short time. We like your eye troubles to dissiff by magic? Try this pre-Go to the nearest wideswake d and get a bottle of Optons take a two-ounce bottle with war drop in one tablet and allow loughly dissolve. With this liquid. the eyes two to four times daily.

note how quickly your eyes cleand how soon the inflammation disappear. Don't be atraid to use is absolutely harmless. Many wi had they started to care for the time. This is a simple treatment marvelously effective in multiture cases. Now that you have been a don't delay a day, but do what you to save your eyes and you are thank us as long as you tive lishing this prescription.—Ad-DECREE FORECLOSES

MINING PROPERTIES

DENVER. Colo.-Valuable mining roperties in Summit and Park of tles, owned by the Colorado Going & Smelting company, are a by a foreclosure decree also Judge Class in the Denv court. The decree is in favor of the international Trust company which, under the mining company's bonds and mortgages, holds claims aggregating \$723,223.44.

Take Laxative Brome Quining Tablets. • All druggists refered the money if it fails to cure. E. W. Grove's signature is ca

The car in his reply expressed an equal confidence in the final outcome of the war, stating that Russia was standing firm, trusting implicitly in the fact that the right must win. Stairs again and outsiness goes on as its generally believed that she founder compensed to stear by a woman who usual until it is time to run again to ed in the gale which swept the gulf is known by the name of "Baldheaded safety." That is simply one of the fact that the right must win. Home Course in Advertising Tole Conducted in this Paper by Alex P. Osborn Instructor in Advertisina Builds YMCAN High School IN 90 CHAPTERS Austrians made a strong resistance and the pass was not taken until after many shells had been thrown on the Austrian positions. The pass was won last Wednesday.

PURPOSES OF THE COURSE:-(1) To increase returns for the retailer who now advertises. (2) To show the non-advertising retailer how he can lower his prices, yet increase his profits. (3) To suggest to the jobber and manufacturer a cautious method to create demand and increase good-will. (4) To prepare the person with latent advertising ability for a place in this new "profession."

This course, when delivered personally to a class of students, costs \$15. It is equivalent to a correspondence source which costs \$95. The entire 90 lessons will be given exclusively with this newspaper free of charge.

> CHAPTER LXXI. --HOW TO DECIDE AS TO MEDIA

After all your detailed analysis of product and prospect, after your decision as to what plan of distribution to use, after all your organization work in the creation of your sales force, then you may consider the question: "What medium is best to carry the advertisement of my product to those whom analysis has pointed out as my prospective customers?"

Media are too often selected first, to the result that the primary questions are made to depend on that decision. The cart-before-the-horse error has caused many false starts in advertising campaigns. Because, of course, the analysis of product, prospect and distribution plan

must decide the question of: "What media?" For instance, it would be impossible to sell a mailorder house's product through street-car cards. Such selling usually requires the through-and-through persuasion of the person reading the advertisement. It requires more than mere suggestion. To get people to decide to send money away for something, you have to convince them that it is either cheaper or better than they could get elsewhere. Therefore, as a rule, mailorder selling requires a long, strong story. The street car card with its limitations would hardly be the place for such a message.